

HARTMAN Specialties



CATALOGUE

- "HARTMAN" PATENT STEEL PICKET FENCE & GATES. —
- "HARTMAN" AUTOMATIC STEEL PICKET DRIVE GATES. —
- "HARTMAN" STEEL PICKET TREE GUARDS & FLOWER GUARDS. —
- "HARTMAN" FLEXIBLE STEEL & BRASS WIRE DOOR MATS. —

... → INTRODUCTORY : : : ← ...

The Popularity of the "Hartman" specialties is best attested by the phenomenal growth of our business, now unequalled in its line.

Their Sale extends to all parts of the United States and Canada, beside a large and rapidly increasing export trade with Great Britain, Ireland and the Continent, South America, Australia, Mexico, the Hawaiian Islands, etc.

Their Merit consists in their *Perfect Construction, Elegant Appearance, Durability, Convenience* and *Low Cost*. Each being in its way unequalled for the purpose intended.

- - - IN THIS CATALOGUE WE QUOTE THE FOLLOWING: - - -

"Hartman" Steel Picket Fence and Gates,	- - -	Pages, 2 to 23
"Hartman" Automatic Steel Picket Drive Gates,	- - -	" 24 " 28
"Hartman" Steel Picket Tree Guards,	- - -	" 29 " 31
"Hartman" Steel Picket Flower Guards,	- - -	" 32 " 33
"Hartman" Flexible Steel Wire Mats.	- - -	" 34 " 40



: : : All of which are covered by broad patents. : : :

The Hartman Steel Picket Fence we sell to but one *exclusive agent* in a place and often give this agent the sale of Automatic Gates, Tree Guards and Flower Guards as well. We can refer to scores of our agents who have a *fine business in our lines alone*, many of them handling in *carloads*.

The Hartman Automatic Drive Gates, Steel Picket Tree Guards and *Flower Guards* are quick sellers and profitable. They are handled by progressive dealers in Hardware, Wire Goods, etc.

The Hartman Flexible Wire Mats are kept in stock by all first-class dealers in Carpets, Hardware, House-Furnishing Goods, etc.

Intending Purchasers will usually find our goods for sale in their locality, if not, please write us or our nearest General Sales Agency and your enquiry will receive prompt attention.

Respectfully yours,

Beaver Falls, Pa., May 1st, 1891.

HARTMAN M'F'G CO.



COURT HOUSE, CLARINDA, IOWA.

Surrounded by 1,200 ft. of the "Extra Heavy" Hartman Steel Picket Fence.

WRITE FOR BOOK OF TESTIMONIALS.

◎ THE "HARTMAN" STEEL PICKET FENCE AND GATES ◎

... FOR ...

Lawns, Door Yards, Gardens, Farms, Churches, Schools, Court Houses, etc., etc. : : :

: : . We claim that for these purposes this fence is unequalled and for the following reasons:

It is Strong: = = Because made entirely of Steel. The Pickets, heavy steel wire held together by wire cables. The Line Posts Y Steel and the Top Rail, Gate and Corner Posts, Tubular Steel, these in combination giving the *greatest possible strength*. : : :

It is Durable. = = When once erected it is *solid as a rock*. It *cannot* be *blown down*, it *cannot* be *pulled down*, it *cannot* burn up, it is *therefore durable*. : : :

It is Elegant: = = As shown in the engravings, with Steel Posts, Top Rail and Gates, its *gracefulness* is in *striking contrast* to the *clumsy wooden picket fence*. It has no unsightly base board to *rot* and *shade* the *plants*. It *ornaments* the grounds *without concealing* them, it is *beautiful* and *elegant*. : : :

It is Convenient: Easy to handle, quickly put up, *all the parts fit perfectly*, *no post holes to dig*, in fact our method of construction make not only the strongest permanent Fence but the *most convenient* to handle and erect.

It is Cheap: = = = The *cost* of this Fence is *no more* than for an ordinary, cumbersome Wood Picket Fence *and less* than in some localities it costs to *either build or paint a wooden fence*, add to this that the cost of erecting it is much less than for *any* other fence made and *its cheapness is established*. Who would not have a beautiful, lasting Steel Fence in preference to a wooden one? : : :

The Proof: = = = Where once erected there is an immediate general demand for it. *It sells itself*.

Price List, pages 18 and 19. : : :

WRITE FOR BOOK OF TESTIMONIALS FROM WELL KNOWN PEOPLE.

SPEAR TOP FENCE AND .. SINGLE WALK .. GATE.



This Fence either Galvanized or Painted. : : : : : Price List, pages 18 and 19. ?

WRITE FOR BOOK OF TESTIMONIALS.

SPEAR TOP LAWN FENCE

The illustration on page 4 represents our 37 in. (Standard) *No. 1 Spear Top Lawn Fence* erected with our Steel Posts and Top Rail. It will be noticed that there are no unsightly base boards or bottom rails to obstruct the view and shade the Lawn or Flowers. It makes a beautiful Fence either Galvanized or Painted. The Pickets are heavy No. 6 wire, 3 inches apart and we furnish it in heights of 25 in., 31 in., 37 in., 43 in., 49 in., 55 in. and 61 in. with Gates to match. The standard height is 37 inches.

The *No. 2. "Extra Heavy" Spear Top Fence* is like above with Pickets of No. 4 wire, making a fence suitable for Fine Residences, Churches, Schools, Court Houses, Cemeteries, etc., etc.

ROUND TOP LAWN FENCE

The illustration on page 6 represents our 36 in. (Standard) *No. 1 Round Top Lawn Fence* erected with our Steel Posts and Rail. This is a very popular pattern, either Galvanized or Painted. The Pickets are No. 6 wire, 3 inches apart. It comes in heights just one inch shorter than the Spear Top, viz.; 24 in., 30 in., 36 in., 42 in., 48 in., 54 in., 60 in.

We supply only *Spear Top Gates*, they make an elegant combination with this Fence. *No. 2, Extra Heavy Round Top Fence* is like the above with No. 4 Wire Pickets.

We also make No. 1 "Spear Top" and No. 1 "Round Top" with "close" Pickets 2 in. apart, proof against chickens and small animals.

Any style of our Fencing can be erected with Wood Posts and Rail if so desired. Directions for erecting, page 17. Price List, pages 18 and 19.

WRITE FOR LIST OF PROMINENT PEOPLE USING OUR FENCE.

“ROUND TOP” LAWN FENCE AND DOUBLE DRIVE GATE.

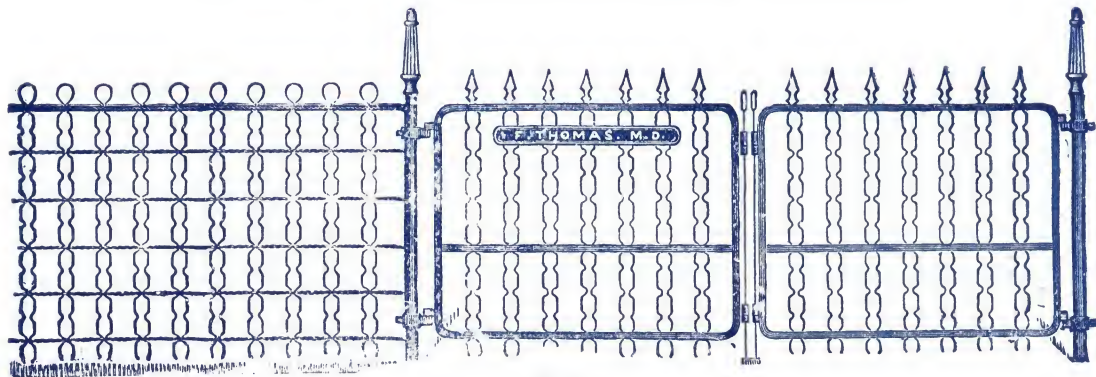


Fig. 2.

This Fence either Galvanized or Painted.

Price List, pages 18 and 19.

Directions for Erecting, page 17.

WRITE FOR BOOK OF FENCE TESTIMONIALS.

SINGLE · WALK · GATES

The illustration on page 4 shows our *Single Walk Gate* hung on our Steel Posts. These gates are the same on both sides, can be hung either way and swing both ways. They have adjustable Hinges and a perfect Spring Latch, self closing and self latching. Handsome and strong, always in perfect order they are admittedly the *cheapest as well as the best Gates sold to-day*. Made in heights to match Fence, and in widths of 3 ft. 3½ ft. and 4 ft. Special sizes to order. Hinges and Latch are included in price of Gate.

All Gates are Spear Top and Hard Black Enameled.

DOUBLE · DRIVE · GATES

On page 6 is shown our *Double Drive Gates* hung on Steel Posts. Like the Single Gates they are the same on both sides, can be hung either way and swing both ways. The Hinges can be adjusted to any height. The Latch Rods drop into a Metal Base Plate, both Hinges and Plate are furnished with Gate. Made in heights to match Fence and in widths of 8 and 9 ft. Special sizes to order. *See our Automatic Drive Gate, page 24.*

All Gates are Spear Top and Hard Black Enameled.

We supply Hinges and Latch for Wood Posts if so desired. Price List, pages 18 and 19.

READ WHAT THOSE WHO HAVE USED OUR FENCES SAY.

❖ STEEL PICKET FIELD FENCE

ERECTED WITH OUR
. . . . STEEL FIELD POSTS.

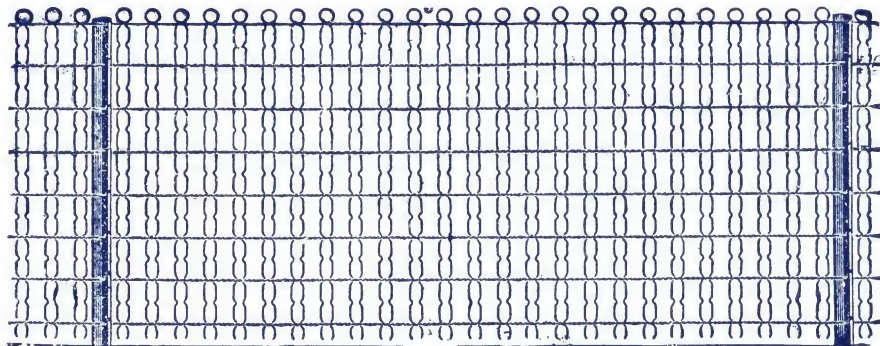


Fig. 3.

This Fence either Galvanized or Painted. ∴ ∴ All Posts are thoroughly painted with Rust Proof Paint.

: : : Price List, pages 18 and 19. Directions for Erecting, page 17. : : :

WRITE FOR BOOK OF TESTIMONIALS.

 STEEL PICKET FIELD FENCE

On the opposite page is shown our No. 3 *Field or Farm Fence* erected with our Steel Field Posts. It is of lighter weight than our Lawn Fence, the Pickets being No. 8 wire Galvanized or Painted, "standard" distance of pickets 3 inches, "close" pickets 2 inches apart. Heights 36 in., 42 in., 48 in., 54 in., 60 in. Can be erected on our Steel Field Posts or on Wood Posts; we recommend the former as the most quickly put up and cheaper in the end. It makes an admirable division fence between large grounds and is beyond question the *most perfect Farm and Stock Fence known*.

Its first cost is a little greater than the inhuman barb wire or that apology for a fence, woven wire netting, but if erected with our Steel Posts it is *intrinsically the cheapest* because

• • • • • IT IS ECONOMICAL ! • • • • •

WILL NOT BURN UP !

PICKETS WILL NOT ROT !

WILL NOT BLOW DOWN !

PICKETS CAN NOT TURN !

WILL NOT BE FLOODED AWAY !

PICKETS WILL NOT BREAK !

WILL NOT SAG OR GET OUT OF SHAPE !

PICKETS CAN NOT BE PULLED OUT !

WILL NOT WRECK AND PULL DOWN POSTS !

PICKETS ALWAYS IN PERFECT SHAPE !

• • • • • AND IT BEAUTIFIES THE FARM ! • • • • •



For Horses and Cattle it makes an attractive, safe and strong enclosure.

For Sheep it makes Pens that are easily moved from place to place and it will not catch the wool.

For Hogs a fence that they cannot force through or root under.

For Chicken Yards, the "close" Picket Fence is unequalled. Price List, pages 18 & 19.

READ WHAT WELL KNOWN PEOPLE SAY IN BOOK OF TESTIMONIALS.

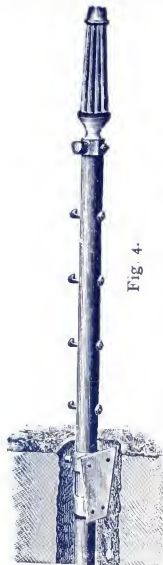


Fig. 4.

* * ORNAMENTAL * *

GATE OR CORNER POST

Figure 4 represents our *Gate or Corner Post* with Ornament, Anchor Plate and Hook Bolts for attaching Fence, all of which are included in price of Post. These Posts are tubular steel measuring 2 inches outside diameter.

The Ornaments are hard black enameled, the Posts and Anchors thoroughly painted.

The Anchor is driven with the post and holds it firmly in position.

All our posts are driven and we guarantee them firmer than any for which holes are dug.



Fig. 5.

STANDARD LINE POST

Figure 5 shows our *Standard Lawn Line Post* made of Y steel, the strongest possible shape with least weight. The adjustable loop at top supports the Rail which passes through it.

Holes are punched in posts to which the fence is wired. Each post has Steel Anchor to be driven in the ground. This Anchor offers a greater resistance than a 6 in. wood post. Thoroughly painted with rust proof paint.

All posts are driven, no holes to dig.

We supply at same prices posts for Wood or Stone base, see page 14.

Price List, pages, 18 and 19.

WRITE FOR BOOK OF TESTIMONIALS.

FIELD POST.
Fig. 6.BARB WIRE POST.
Fig. 7.HITCHING POST.
Fig. 8.**STEEL FIELD POST, FIG. 6.**

This post as shown is made of Y steel, very strong and used for erecting our Field Fence WITHOUT Top Rail. It is supplied with sheet steel Anchor punched with holes for fastening the fence cables and is thoroughly painted with Rust proof paint. This like all other posts is DRIVEN.

BARBED WIRE OR FARM POST, FIG. 7.

This post is of Y steel same form as Field post except that slots are punched instead of holes. There are 6 of these slots to hold as many strands of Barb, Plain or Ribbon Wire, and it is the most convenient post made for the purpose. Supplied with Sheet Steel Anchor and painted.

STEEL HITCHING POST, FIG. 8.

This post is also made of Y steel with Malleable Ornament on top that need not be removed when driven. It is supplied with Anchor and thoroughly painted. Each post has a weldless wrought steel chain attached with Spring Snap.

The Cheapest, Neatest and Best Hitching Post made. It cannot be broken nor pulled out.

ALL POSTS ARE DRIVEN. NO HOLES TO DIG.

Directions for Erecting, page 17.

TESTIMONIALS FROM ALL PARTS OF THE COUNTRY.

SECTION · OF · TOP · RAIL ·

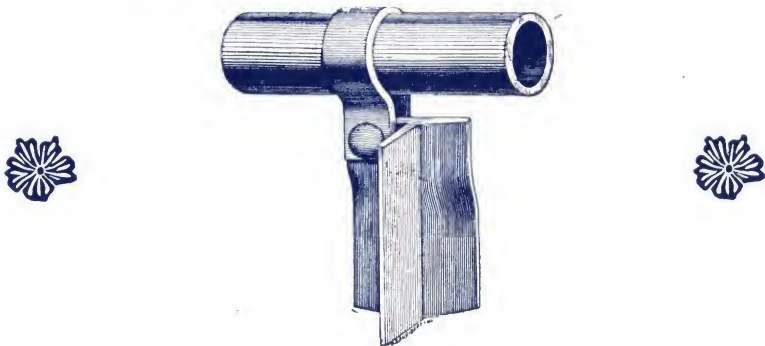
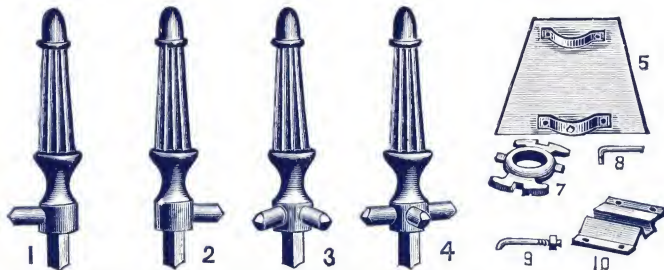


Fig. 9.

This cut shows *Top Rail* passing through Loop on Line Post. It is made of Steel Pipe $1\frac{1}{2}$ in. outside diameter which combines the least weight with greatest strength and gracefulness of appearance. It comes in lengths which screw together extending it for any distance. This Rail passes through and is supported by the loops on Line Posts the entire length of Fence and is attached at the ends to Gate or Corner Posts. Punched with holes by which the top strand of fence is fastened it thus braces and supports the entire Fence. Thoroughly painted with Rust Proof Paint. Directions for Erecting, page 17.

WRITE FOR BOOK OF TESTIMONIALS.

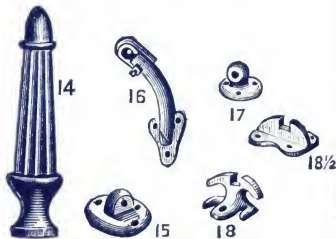
Fittings for Iron Posts.



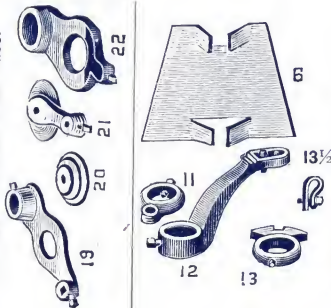
Fittings for Iron Posts.

- 1 Ornament for Left Hand Gate or End Post.
- 2 Ornament for Right Hand Gate or End Post.
- 3 Ornament for Corner Post.
- 4 Ornament for Center or T Post.
- 5 Anchor for Gate, End or Center Post.
- 6 Anchor for Line Post or Field Post.
- 7 Double Latch for Double Walk Gate.
- 8 Hook to attach Fence to Top Rail.
- 9 Hook Bolt to hold Fence to Gate and End Post.
- 10 Middle Latch Pieces for Double Drive Gate.
- 11 Lower Hinge for Walk Gate.
- 12 Adjustable Top Hinge for Walk Gate.
- 13 Latch for Single Walk Gate.
- 13½ Adjustable Clamp to hold Top Rail to Line Posts.

Fittings for Wood Posts.



Fittings for Stone or Wood Base.



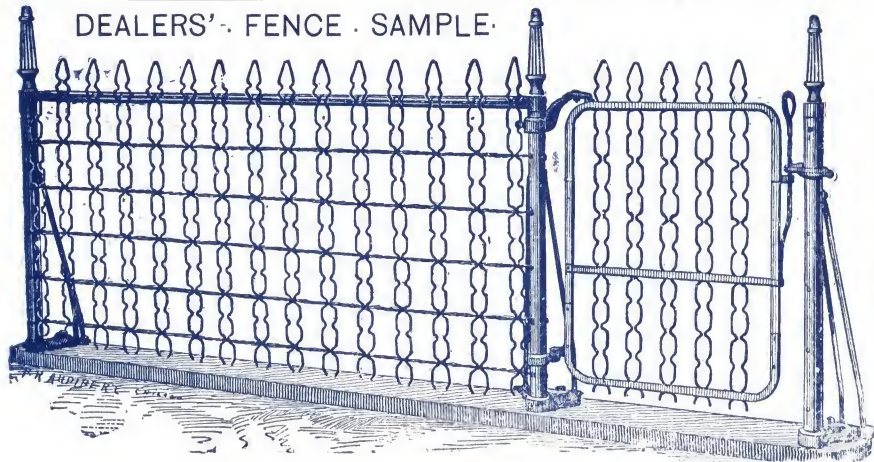
Fittings for Wood Posts.

- 14 Ornament for Gate or End Wood Post.
- 15 Hinge for Single Drive Gates, Top and Bottom.
- 16 Adjustable Top for Single Walk Gate.
- 17 Lower Hinge for Walk Gate.
- 17 (Also) Top and Bottom Hinge for Double Drive Gate.
- 18 Latch for Single Walk Gate.
- 18½ Latch for Single Drive Gate.

Fittings for Stone or Wood Base.

- 19 Base Plate for Line Post.
- 20 Washer for Line Post.
- 21 Washer for Gate and End Post.
- 22 Base Plate for Gate and End Post.

DEALERS' FENCE SAMPLE.



This Sample Fence is neatly erected on heavy Painted wood base. We furnish with it an attractive Enameled Steel Sign made of same material as our name plates. The Ag't will find it attracts a great deal of attention, and as it shows Fence and Gate in position is a great assistance in selling. We charge for it \$7.50 net, which is much less than it costs us.

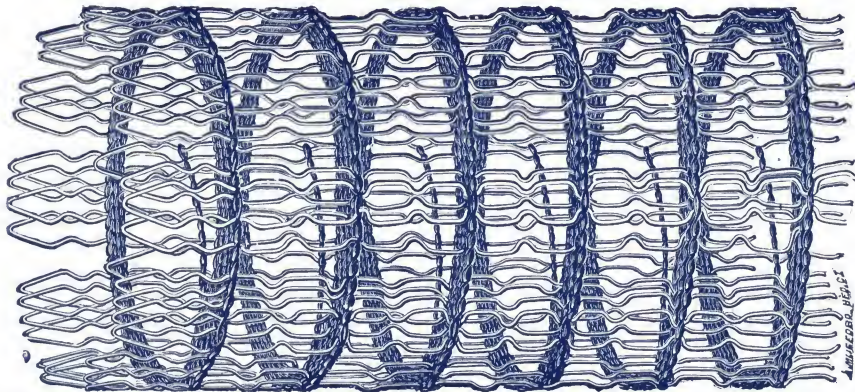


POSTS FOR WOOD OR STONE BASE.

We furnish Posts with attachments as shown above for Wood or Stone base. Prices same as for Posts that are driven.

READ WHAT AGENTS AND DEALERS SAY ABOUT IT.

FENCING ROLLED UP FOR SHIPPING.



Our Fence when rolled up is in even more compact form than shown in the cut. It is very easy to handle in this shape, can be rolled out to any length and cut off. Convenient to store and occupies but small space. All other parts are carefully wired together or boxed when shipped.

WE CLAIM THERE IS NOTHING MADE IN THE WAY OF A FENCE SO CONVENIENT TO HANDLE AS OURS.

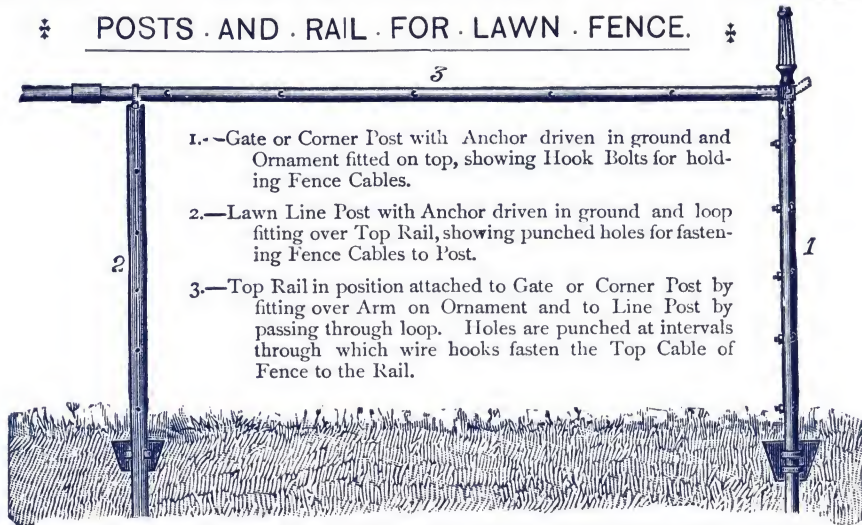
Regular size of Rolls 300 feet.

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Price List, pages 18 and 19.

WRITE FOR BOOK OF TESTIMONIALS.

✠ POSTS . AND . RAIL . FOR . LAWN . FENCE. ✠



1.—Gate or Corner Post with Anchor driven in ground and Ornament fitted on top, showing Hook Bolts for holding Fence Cables.

2.—Lawn Line Post with Anchor driven in ground and loop fitting over Top Rail, showing punched holes for fastening Fence Cables to Post.

3.—Top Rail in position attached to Gate or Corner Post by fitting over Arm on Ornament and to Line Post by passing through loop. Holes are punched at intervals through which wire hooks fasten the Top Cable of Fence to the Rail.

This cut shows Steel Framework set up before attaching Fence. Directions for Erecting, page 17.

READ THE TESTIMONIALS FROM CEMETERIES AND CHURCHES.

DIRECTIONS FOR ERECTING HARTMAN STEEL PICKET FENCE.

- 1st. *Drive Corner and End Posts*, then mark off the ground between them so as to get the other posts in line.
- 2nd. *Drive the Gate Posts*: In placing the posts for Single Gates leave space 5 inches wider than gate to allow for hinges and latch, for Double Gate leave 9 inches extra space. Be careful to attach hinges and latch to posts before fastening the fence to them.
- 3rd. *Drive Line Posts*, placing them 8 to 10 feet apart, having rib that is punched facing out. Always drive posts perpendicular and to proper depth so the fence will clear the ground by about an inch, be careful to get Posts in line and to drive the anchors parallel with Fence, fasten anchors to ornamental posts with set screw. Remove Ornaments and Top Loops from posts while being driven.
- 4th. *The Top Rail* is to be screwed together until it is long enough to extend from one Ornamental Post to another, cut it off if necessary to make an exact fit, attach it to line posts by passing through the loops and the ends fit over the arms on ornaments as shown on page 16. In cutting the Rail allow $2\frac{1}{4}$ inches for each Gate or Corner Post. Now hang the Gates.
- 5th. *Stretch the Fence* on frame work thus formed as follows, using an ordinary wire stretcher. Fasten all the cables to the farthest End Post with hook bolts, being careful to get picket nearest the post perpendicular with it; carry the Fence to the next corner Posts, stretch the middle cable first then alternately those above and below until all are stretched and fastened tightly to post with hook bolts, being careful while doing this to keep the pickets perpendicular, then go to next corner or End Post and fasten in same way, cutting off cables neatly at the ends. Fasten Top Cable to Rail by passing wire nails through the holes, hooking them over the cable and hammering down. Attach Cables to Line Posts by wires twisted through the holes and fence is complete. Keep the posts perpendicular and it makes no difference how hilly the ground. Field Fence needs no Top Rail when stretched upon our Steel Field Posts. Either our Lawn or Field Fence can be put up with Wood Posts. If the former a 2x4 Wood Top Rail should be used. We supply Gates and Ornaments for attaching to Wood. Price List Pages 18 and 19.

ASK FOR BOOK OF TESTIMONIALS.

HARTMAN MANUFACTURING COMPANY

May, 1st, 1891.

. . . **PRICE LIST** . . . (Subject to change without notice).
PATENT STEEL PICKET "LAWN AND FIELD" FENCE.

STYLE.	Spear Top, Height.	Round Top Height.	Size of Pickets.	Distance Between Pickets.	Number of Cables.	Size of Wire (2 Strands) in Cables.	Price per Lin. Foot, Galvaniz'd	Price per Lin. Foot, Painted.	"Close" Fence. 2 in. between Pickets. Price per lineal ft.	
									Galvaniz'd	Painted.
No. 1. Standard Lawn Fence.	25 in.	24 in.	No. 6 Wire	3 in.	4	No. 12 Wire	17 cts.	15 cts.	22 cts.	20 cts.
	31 "	30 "	"	"	5	"	19 "	16 "	24 "	21 "
	37 "	36 "	"	"	6	"	21 "	18 "	26 "	23 "
	43 "	42 "	"	"	7	"	24 "	21 "	30 "	27 "
	49 "	48 "	"	"	8	"	28 "	25 "	36 "	33 "
	55 "	54 "	"	"	9	"	33 "	30 "	*	*
	61 "	60 "	"	"	10	"	38 "	35 "	*	*
No. 2. Extra Heavy Lawn Fence.	31 in.	30 in.	No. 4 Wire	3 in.	5	No. 12 Wire	24	19 cts.	*	*
	37 "	36 "	"	"	6	"	28	23 "	*	*
	43 "	42 "	"	"	7	"	31	26 "	*	*
	49 "	48 "	"	"	8	"	35	30 "	*	*
	55 "	54 "	"	"	9	"	40	35 "	*	*
	61 "	60 "	"	"	10	"	45	40 "	*	*
No. 3. Field Fence.	*	36 in.	No. 8 Wire	3 in.	6	No. 12 Wire	15 cts.	13 cts.	20 cts.	17 cts.
	*	42 "	"	"	7	"	16 "	14 "	21 "	18 "
	*	48 "	"	"	8	"	19 "	16 "	24 "	20 "
	*	54 "	"	"	9	"	23 "	20 "	*	*
	*	60 "	"	"	10	"	26 "	23 "	*	*

In ordering, give "Style" or "No.," Height, size of Picket, and whether Galvanized or Painted.

"Close" or "Chicken" Fence appears in last two columns above.

The leading styles, such as are usually carried in stock, are mentioned in **heavy type** in the above price-list.

—WE MAKE ONLY THE STYLES DESCRIBED ABOVE—

WRITE FOR BOOK OF TESTIMONIALS.

o PRICE LIST ————— o

(Subject to change without notice).

PATENT STEEL PICKET GATES.

 All Gates are Enameled in Black—no ordinary painting. Always specify what style of Post is to be used, whether wood or IRON. We furnish fastenings for either wood or iron posts. All gates have "Spear Top" Pickets.

SINGLE WALK GATES—(Fig. 1.)

30 inches high, 3 feet wide, \$3.50	37 inches high, 3½ feet wide, \$4.50	42 inches high, 4 feet wide, \$5.50
37 " " 3 " 3.50	42 " " 3½ " 5.00	48 " " 4 " 5.50
42 " " 3 " 4.50	48 " " 3½ " 5.00	54 " " 4 " 6.00
48 " " 3 " 4.50	37 " " 4 " 5.00	

Above Standard sizes always in stock. Special sizes under 4 feet wide, 75 cents more than nearest standard size.

DOUBLE DRIVE GATES (Fig. 2.)

37 inches high, 8 and 9 feet wide.....	(Standard sizes in stock,) \$11.00
42 and 48 inches high, 8 and 9 feet wide.....	" " " 13.00
Special sizes less than 42 inches high, per lineal foot.....	1.30
Special sizes, 42 to 54 inches high, per lineal foot.....	1.65

 Always say whether gates are for WOOD OR IRON POSTS.

GATE, CORNER LINE POSTS AND TOP RAIL.

Gate and Corner Posts (Fig. 4) including Ornamental Top and Hook Bolts.....	each, \$2.25
Ornaments for Wood Posts (Fig. 14).....	" " .70
Line Posts, (Fig. 5), including Adjustable Top and Anchor.....	" " .80
Extra Loops and Bolts for Line Posts.....	" " .10
Top Rail, Drilled and fitted—Sections shown in Fig. No. 9.....	per lineal foot, .09

All Posts and Rails thoroughly covered with best quality paint.

FIELD POSTS AND FARM POSTS.

(Fig. No. 6.) For Picket Field Fence, including Anchor to each Post (HOLES IN RIB).....	each, .70
(Fig. No. 7.) For Barb, Plain or Ribbon Wire, Anchor to each Post (SLOTS IN RIB).....	" " .70
EXTRA Anchors.....	" " .30

STEEL HITCHING POSTS.

Steel Hitching Posts (Fig. No. 8), including Chain and Snap.....	each, \$1.75
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NAME PLATES FOR GATES.

Indestructible Name Plates, Enameled on Steel; white letters on blue ground.....	each, \$1.50, net.
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READ WHAT PROMINENT PEOPLE SAY ABOUT THE HARTMAN FENCE.

⊙ — — ESTIMATES — — ⊙

COST OF 100 FEET 31 INCH No. 1 PAINTED SPEAR TOP FENCE WITH GATE, STEEL POSTS AND RAIL.

100 feet 31 in. Painted Fence @ \$0.16	\$16.00	1 Single Walk Gate, 3 ft. wide @ \$3.50	\$3.50
100 " Top Rail " .09	9.00	2 Gate Posts " 2.25	4.50
8 Line Posts " .80	6.40	2 Corner Posts " 2.25	4.50

Total cost \$43.90 or 43 9-10 cents per lineal foot.

100 Feet Galvanized Fence, same style, \$46.90 or 46 9-10 cents per lineal foot.

Round Top Fence 30 inches high same price, Painted or Galvanized.

COST OF 100 FEET 37 INCH No. 1 PAINTED SPEAR TOP FENCE WITH GATE, STEEL POSTS AND RAIL.

100 feet 37 in. Painted Fence @ \$0.18	\$18.00	1 Single Walk Gate, 3 ft. wide @ \$3.50	\$3.50
100 " Top Rail " .09	9.00	2 Gate Posts " 2.25	4.50
8 Line Posts " .80	6.40	2 Corner Posts " 2.25	4.50

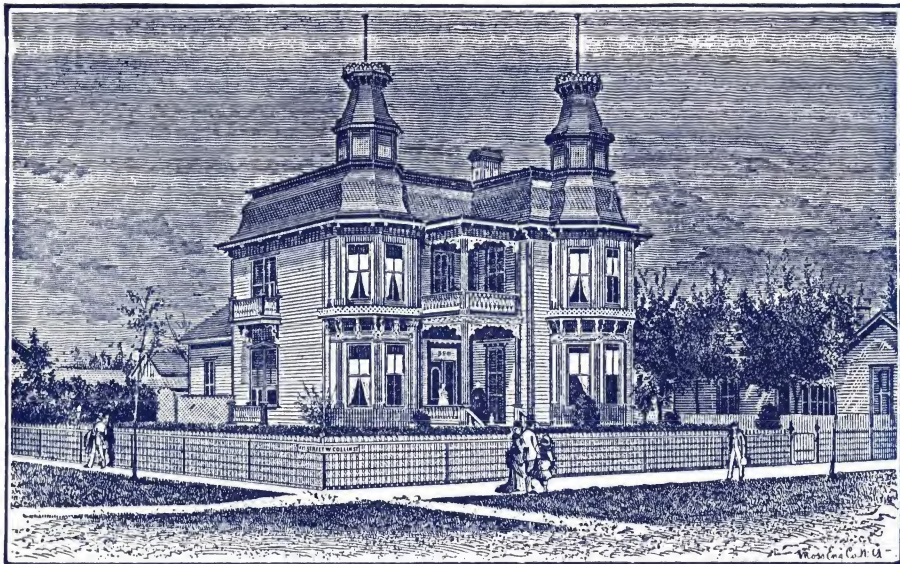
Total cost, \$45.90 or 45 9-10 cents per lineal foot.

100 Feet Galvanized Fence, same style, \$48.90 or 48 9-10 cents per lineal foot.

Round Top Fence 36 inches high, same prices, Painted or Galvanized.

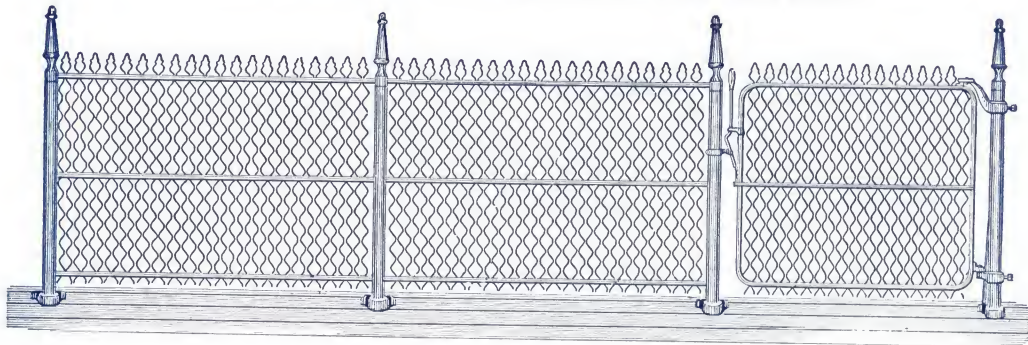
Now figure the cost of the lumber, erecting and painting a clumsy Wood Picket Fence, the expense of re-painting and continual repairs, Pickets broken and pulled off, Gates *always* out of order and after all it will rot down in a few years, while the "*Hartman*" Fence is practically *everlasting*.

Corsicana, Texas, March 28th, 1889.
Your fence is just put up, and I must say it is the **PRETTIEST AND BEST FENCE I HAVE EVER SEEN**; in fact, I had rather have it than some iron fence in this city that costs \$1.25 per foot. I will take the agency for this place, and will push it for all its worth. I am now figuring with four parties who want about 600 feet, in fact every one who has seen the fence admires it.
W. H. MATCHETT.



RESIDENCE OF W. H. MATCHETT, ESQ., CORSICANA, TEXAS.
WRITE FOR BOOK OF TESTIMONIALS.

SOLID DIAMOND PICKET FENCING AND GATES, FOR OFFICE RAILINGS, WINDOW GUARDS, ETC.



Hard Black Enameled Throughout.

This Fencing Made to Order. Estimates Furnished.

◎ ——— PRICE LIST ——— ◎

Diamond Picket Fence and Attachments.

Diamond Picket Fence 31 inches high, \$1.00 per lineal foot.

“	“	“	37	“	“	1.10	“	“	“
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“	“	“	42	“	“	1.25	“	“	“
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“	“	“	48	“	“	1.40	“	“	“
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Usual height for Office Railing, 37 inches.

Diamond Picket Gates 31 inches high, \$1.75 per lineal foot.

“	“	“	37	“	“	1.85	“	“	“
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“	“	“	42	“	“	2.00	“	“	“
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“	“	“	48	“	“	2.25	“	“	“
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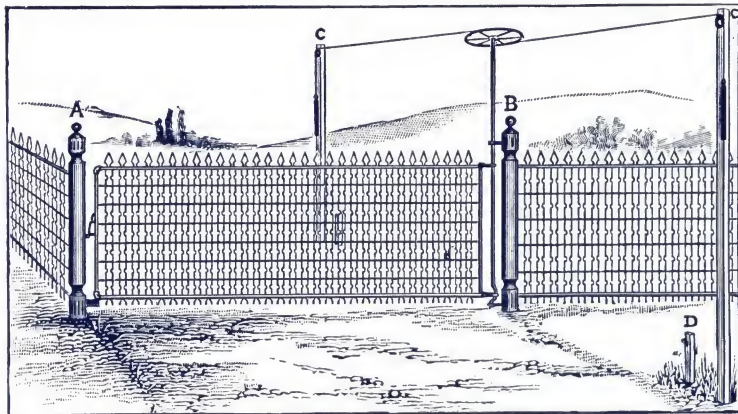
Usual width of Gates, 3 feet.

Steel Posts with Ornaments, \$2.25 each.

Ornaments for Wood, 50c each.

Fencing, Gates and Posts come with all attachments ready to put up.

THE "HARTMAN" . AUTOMATIC . STEEL . PICKET . DRIVE . GATE.



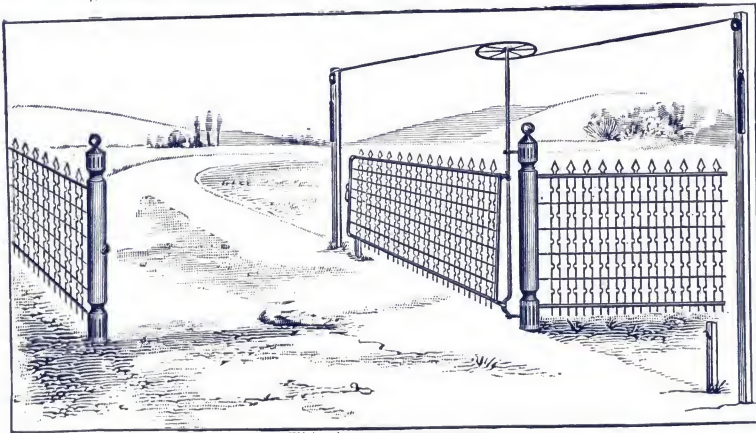
This cut shows the Gate Closed.

CHEAP! : EFFECTIVE! : PERFECT! : : :

Price List, page 28.

WRITE FOR BOOK OF TESTIMONIALS.

↔ A PRACTICAL AUTOMATIC GATE ↔



This the same gate open.

AN ORNAMENT AS WELL AS A CONVENIENCE. : : : Directions for Erecting, page 27.
 READ THE OPINIONS OF PEOPLE WHO HAVE TRIED IT.

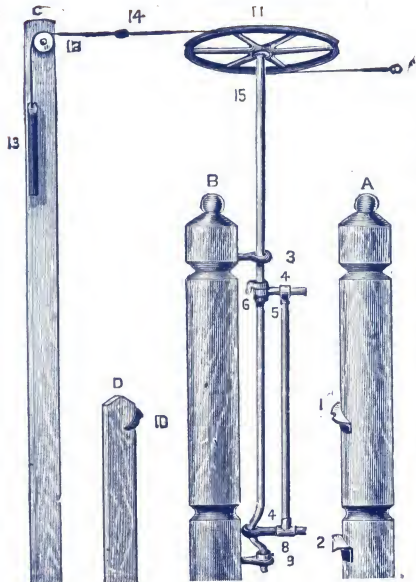
 READ THE ELEVEN REASONS

. . . WHY THE "HARTMAN" EXCELS ALL OTHER AUTOMATIC GATES . . .

- 1st. The weight of this gate is divided between *both posts*, hence *will not sag* or pull the post to which it is hung.
- 2d. It will pass over any obstruction, no matter if as big as a wheelbarrow. This is an invaluable feature during the season of snow and mud.
- 3d. It operates on a *side-hill* as perfectly as on level ground.
- 4th. It opens *both ways*, and always away from the team, yet, *when so required*, it can be adjusted so as to open *one way only*.
- 5th. Can be opened by persons on horseback, as readily as from a vehicle, without alighting.
- 6th. It is so easily operated that a child can open it with ease and safety. There is nothing about it to get out of order, its construction is simplicity itself.
- 7th. The Upright Hinge Rod and all other fittings are made of *steel*, and the body of the celebrated *Hartman Steel Picket Fence*—the greatest strength with minimum weight.
- 8th. The *cheapest* Automatic Gate ever sold. Costs over one-third less than the *so-called* automatic gates that endure the thumping of vehicle wheels only a few months, and then stop like "Grandfathers Clock."
- 9th. Hinges and wearing parts not effected by ice or snow.
- 10th. The construction of the pickets is such that hogs will not attempt either to pass, or to root under this gate.
- 11th. Our all-steel Gate is not only *lighter* but it is *stronger* than any wooden gate that is made. "The *best* Automatic Gate in the world" is the verdict of those who have tried them for more than a year past.

The time saved will soon pay for the Gate. Its convenience is worth many times its cost every year.

WRITE FOR BOOK OF TESTIMONIALS.



HARTMAN AUTOMATIC STEEL PICKET GATE.

DIRECTIONS · FOR · ERECTING · STEEL · PICKET · GATE.

Set Hinge Post B firmly; then bore holes for Hinge Bolts (3 and 9) at desired height above ground, screw fast the bolts; then hang the Gate by passing upright Hinge Rod (15) through hinge bolts (3 and 9) and through Hinges (6 and 7) attaching collars (4, 5 and 8) at proper places.

Next set Latch Post (A) 4 inches from front face of gate frame; attach Rest Plate (2) to support the gate and screw on Latch Catch (1).

Then open gate both ways and set both Stop Blocks (D) fasten Latch Catch (10) to each. Next set Pulley Posts (C) 8 feet from face of gate when open and in line with hinge posts; attach a Pulley (12) to each post.

Now attach Wheel (11) to Hinge Rod (15) and attach to loop at each end of Wire (14) the cords which pass through pulleys (12); then fasten Weights (13) to these Cords, suspending them about five feet above the ground when Gate is completed.

DIRECTIONS for erecting *Wood Frame Gate* are same as above, it only being necessary in addition to fasten latch and hinges (6 and 7) to the wood; the lower hinge being slotted allows it to slide back and forth over the bolts which hold it.

· · WOOD POSTS · · ·

Since it is necessary for posts to be very rigid we have adopted wood, as we find Steel Posts of the required size very heavy and accordingly expensive. We recommend Gate Posts (A and B) to be 6 to 8 inches in diameter, or 6 x 6 set 30 inches in the ground and extending about 9 inches above top of gate. The Pulley Posts (C) should be 4 x 4, 11 feet long or 8½ feet above ground, and would advise a projecting arm at top, say 18 inches long, 4 x 1 from which to suspend Pulley (12) instead of fastening it to post. Stop Blocks (D) should be 4 x 4, 5 feet long or 3 feet above ground when set.

Price List, page 28.

© ONE OF THE MANY ©

MESSRS. HARTMAN MFG. CO., Beaver Falls, Pa,

Patterson Heights, Pa., Jan. 31, 1890.

Gentlemen:—Some months ago I replaced a comparatively new Automatic Drive Gate (that was badly wrecked,) opened by the vehicle wheel, and substituted there for one of the Hartman Automatic Steel Picket Drive Gates, which open completely under the control of the driver. No Automatic Gate that opens by the wheel will either last long or give satisfaction. Your gate is on the correct principle and I am much pleased with it.

Opening from horseback is an especially good feature, besides it is the most ornamental Gate I have ever seen.

There being nothing to get out of order and the operation being simple and effective, the special freedom in operation from snow, ice or other obstructions, tend to make your gate all and more than you claim for it,

Yours Truly, H. M. MYERS.

© PRICE LIST ©

37 in. high, 8, 9 and 10 ft. wide,	— \$15.00	(Wider than 10 ft., \$1.40 per each additional lineal ft.)
42 and 48 in. high, 8, 9 and 10 ft. wide,	17.50	“ “ 1.60 “ “ “

These prices include everything complete except Posts and Stop Blocks.

A full set of *Fixtures for Wood Frame Gate*, (without Gate) includes, Top and Bottom Hinges and Bolts, Upright Hinge Rod and Wheel, Pulleys, Weights and Rope, Spring Latch, Post Catches and Rest Plate, \$6.00.

HARDWARE DEALERS GENERALLY HANDLE THESE GOODS.



THE · HARTMAN · STEEL · TREE · GUARD

.. IS ..

☐ ◎ **ORNAMENTAL, STRONG, DURABLE AND CHEAP.**

Made entirely of heavy Steel Wire, either Galvanized or Painted with best quality rust-proof paint.

The Spiral Wire Coils for attaching this Guard to the Tree are absolutely elastic and freely expand with the growth of the trunk, and wholly prevent any friction or chafing of the tree against the Guard during storms or high winds.

All Wooden Boxes and similar Rigid styles are liable to seriously injure or retard the growth of trees, aside from harboring insects that are known to be the worst enemies of the Maple and other Shade Trees. Besides, the Wooden Boxes are clumsy, unsightly, and require frequent repairs and painting.

The "Hartman" Guards have no slats to be broken or pulled off. They are pronounced by everybody decidedly the neatest and most ornamental they have ever seen. They form a most attractive addition to any grounds. For Strength, Durability and Beauty they are much the cheapest Guard ever offered to the public, costing but a trifle more than the unsightly wooden tree box.

Price List page 31.

WRITE FOR DEALERS TESTIMONIALS.

GOOD · AUTHORITY · FOR · DISCARDING · THE · OLD · WOODEN · BOXES.

· · · ; · · ·

C. V. RILEY, U. S. Entomologist, in bulletin No. 10, says regarding them :

“A small box elder, with a trunk of about four inches in diameter, had been enclosed by the usual form of a wooden tree box. This was removed, and the inside of the box and the collected rubbish in it was carefully investigated by one of our assistants, Mr. Otto Luggar. This is the result : ‘Seventy-four cocoons of *H. cunea*, forty-three egg masses of *Orgyia Lencastigma* ; four cocoons of *Acronycta Americana*, and one pupa of *Dante rubscunda*, besides innumerable old and empty pupal skins of these and other insects.’ It is to be added in this connection that the tree grew in a park in Baltimore, and was not as badly infested as trees in Washington. A young tree in a tree box ought to be firmly fastened at the top to all sides of the box by means of flexible bands. In this manner a high wind would be prevented from producing any friction of the trunk or branches against the edges of the box. The shelter afforded by the wooden tree boxes is in my judgment, the prime reason why the web worm has become such a great nuisance in Washington.”

Our Steel Picket Guard admits the sun and light freely to the roots of the tree and can be elevated sufficiently to allow the mulching and cultivating of growing trees. The Pickets are so close together as to prevent even Rabbits from inflicting damage.

For Flower Guards see page 32.

WRITE FOR TESTIMONIAL BOOK.



PRICE · LIST



	5 FT. 2 IN. HIGH.		5 FT. 8 IN. HIGH.		6 FT. 2 IN. HIGH.	
	Galvanized.	Painted.	Galvanized.	Painted.	Galvanized.	Painted.
No. 1.—9 in. diameter, per doz.,	\$11.00	\$10.00	\$12.00	\$11.00	\$13.00	\$12.00
No. 2.—8 “ “ “ “	10.00	9.00	11.00	10.00	12.00	11.00
No. 3.—7 “ “ “ “	9.00	8.00	10.00	9.00	11.00	10.00

When ordering give Number, Height and whether Galvanized or Painted.

For extra large sizes, add \$2.00 per doz. for each additional inch in diameter over No. 1.

When kind is not specified in order, we always ship Galvanized.

DIRECTIONS FOR PUTTING UP.

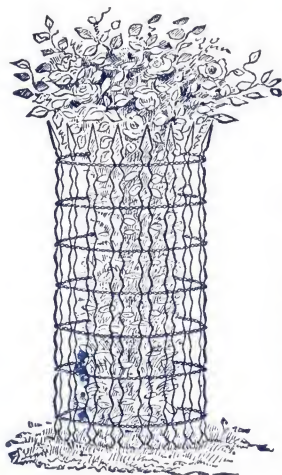
Put the Guard around the tree, then hook the ends of the Cables together and close the open hook down with a pair of nippers to prevent them from unhooking; settle the lower end down into the ground about one inch and then put the coil springs around the tree in opposite directions as shown in cut, which completes erection.

These Guards are sold by Hardware and Wire Dealers in all parts of the country. If your dealer does not happen to keep them in stock, write direct to us or our General Agents.

—————For Flower and Lawn Guards, see page 32.—————

GET BOOK OF TESTIMONIALS FROM DEALERS AND AGENTS.

≡ SOMETHING NEW ≡



Hartman Steel Picket Flower Guard,

For FLOWERS, SHRUBS, ROSE BUSHES, ETC.

This Guard is made after the style of our Steel Picket Tree Guard and is the most perfect and elegant device ever offered for the protection and support of Flowers, Plants, Shrubs, Rose Bushes, Small Fruits, etc. on the Lawn or in the Garden.

It is light and graceful in appearance making an ornament to the grounds.

It will not conceal the foliage nor shade the plant from the sun.

It will not harbor insects. It will allow cultivation of ground around the plant.

It takes but a moment to erect and is easily moved from place to place.

It is made entirely of steel and possesses the greatest strength with least weight.

Its first cost is little and it will last a life-time.

It will pay for itself in one season in the increase of flowers or fruit.

GIVE YOUR DEALER A SAMPLE ORDER.

IT IS JUST WHAT YOU WANT.

See what Professor Riley, U. S. Entomologist says on page 30.



PRICE LIST



	24 IN. HIGH.		30 IN. HIGH.		36 IN. HIGH.	
	Painted.	Galvanized	Painted.	Galvanized.	Painted.	Galvanized.
No. 1.—18 in. diameter, per doz.,	\$6.00	\$6.50	\$7.00	\$7.50	\$8.00	\$8.50
No. 2.—14 “ “ “ “	5.00	5.50	6.00	6.50	7.00	7.50
No. 3.—10 “ “ “ “	4.00	4.50	5.00	5.50	6.00	6.50

30 inches is *standard* height and always in stock.

For special Guards *higher* than 36 inches, add to list price \$1.00 per dozen for each additional six inches in height.

For special Guards of different *diameter* than those named above, add to list price 50 cents per dozen for each additional inch in diameter over nearest smaller regular size.

When ordering give Number, Height and whether Galvanized or Painted. When kind is not specified we send Galvanized.

DIRECTIONS FOR SETTING

Gather the Bush or Shrub together while putting the Guard around it, then hook the ends of the Cables and close the open hook down with a pair of nippers to prevent unhooking. Settle the lower ends down in the ground about an inch and it will support the plant in a natural and graceful position.

All Hardware and Wire Dealers handle these Guards.

For Tree Guards see pages 29 to 31.

READ WHAT THOSE WHO ARE USING THEM SAY.



THE "HARTMAN FLEXIBLE" WIRE MAT



IS BEYOND COMPARISON THE MOST PERFECT,
DURABLE, AND ELEGANT MAT MADE.



It is a Woven Rug of Wire. Absolutely Pliable and Elastic.
Soft as a Carpet, Long Mats Roll up.

No Rigid Frame to Twist out of Shape.
No Rivets to Loosen nor Braces to cut the Wire.

No other Mat is made WITHOUT them.
Our Spiral Coil Border makes the Whole Mat Flexible.

Reversible and Self Cleaning. A Sanitary Invention.
Made of Galvanized Steel Wire.

Almost Indestructible ; Will last a Lifetime.

The only Perfect Mat for Door Ways, Porches, Vestibules,
Offices, Banks, Public Buildings, Churches, Schools, Hotels,
Theatres, Elevators, Laundrys, Counters and Bars, Railway
Depots, Street Cars, Steamships, etc., etc.

Made in all sizes and shapes. Price List, page 40.

: : : : SANITARY QUALITIES : : : :

The highest Medical Authorities pronounce them invaluable for household use, because *everything sifts through the meshes, no dirt adheres to them, no filth soaks through them, no Malaria nor malignant disease* can be engendered by them. *Consult the comfort and health of your family* by providing the *only mat* that should be used, the only mat that will be used a short time hence. *Away* with all mats that soak up filth and produce disease.

—FOR PUBLIC SCHOOLS—

It is undeniably the Best Mat for use in schools, on account of its *sanitary qualities*, its *elasticity*, (making it harmless to children,) and its *practical indestructibility*. Our mats are now used in the Public Schools of New York, Chicago, Boston, Brooklyn, Philadelphia, Pittsburg, St. Paul and 40 other Cities, besides scores of Country Districts.

: : : : FOR PUBLIC BUILDINGS : : : :

The "Hartman" Mat is in the Government Buildings at Washington, the Army Building at New York and many others. They are in the Public Buildings of all the large Cities and are used generally in Offices, Banks, Stores, Apartment Houses, etc. for the Door Ways, Vestibules and Elevators.

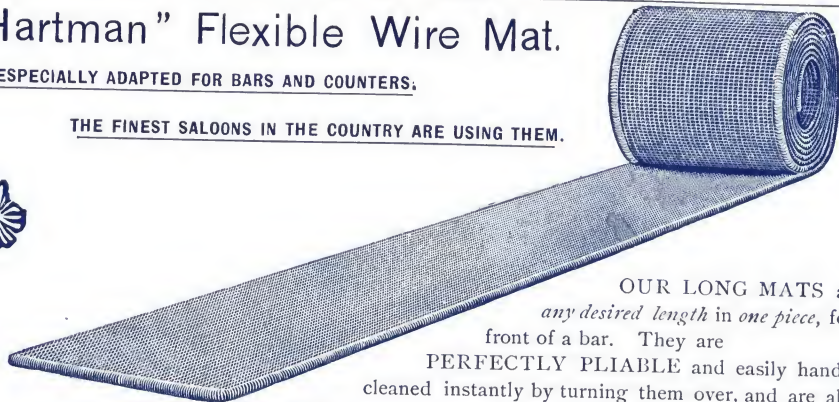
: : : : FOR CHURCHS, CATHEDRALS, ETC. : : : :

They are the most elegant and durable mat made for the Outside Walk, Door Ways, Vestibules and Aisles. Always clean and free from odor. We can refer to hundreds of the leading churches throughout the country now using them.

"Hartman" Flexible Wire Mat.

A MAT ESPECIALLY ADAPTED FOR BARS AND COUNTERS.

THE FINEST SALOONS IN THE COUNTRY ARE USING THEM.



OUR LONG MATS are made of
any desired length in one piece, for the entire
front of a bar. They are

PERFECTLY PLIABLE and easily handled ; can be
cleaned instantly by turning them over, and are alike on both
sides, *practically two mats in one.*

DO NOT ABSORB LIQUOR or moisture, and will *never smell offensively.* They are
VERY HANDSOME, *an ornament to any bar.* PLEASANT TO STAND UPON—Many bars have them
behind as well as in front ; and *they will Outlast a Dozen Ordinary Mats.*

Send for circular giving, prices, a list of places where they are in use and Testimonials of those who have
tried them.

Price list, page 40.

WRITE FOR TESTIMONIALS AND LIST OF PLACES USING THEM.

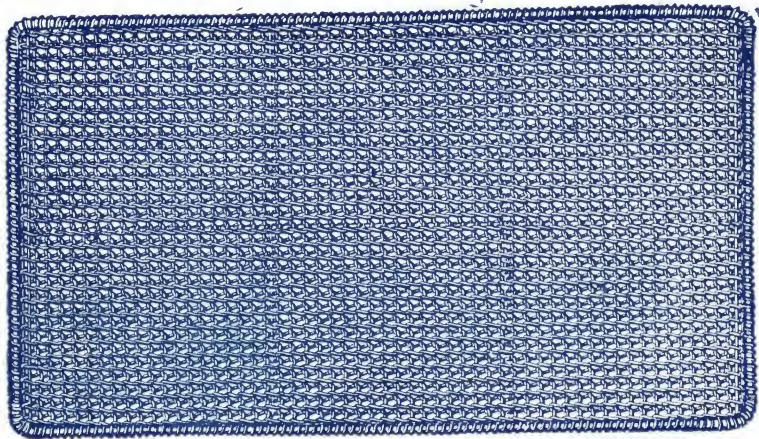


Interior of Mr. B. Kearns's Saloon, 14th St. and 3rd Ave., New York City.
Showing "Hartman" Flexible Wire Mat in Front of Bar.

TESTIMONIALS FROM MOST PROMINENT HOTELS AND SALOONS IN THE COUNTRY.



"HARTMAN" FLEXIBLE WIRE DOOR MAT.



Ornamental and Soft to the Tread. Price List page 40.

WRITE FOR BOOK OF TESTIMONIALS AND LIST OF PRIVATE AND PUBLIC BUILDINGS.



FOR HOTELS, THEATRES, ETC.



They are in use in the finest Hotels and Theatres throughout the world. Made in any size to cover large Vestibules and Halls. Write for list of those using them and read what they say.



FOR RAILROAD DEPOTS.



Nothing else can be found to stand the wear and nothing will take up the mud like them. In use by the Pennsylvania Company, New York Central R. R., the Southern Pacific R. R. and many others.



FOR STEAMSHIPS.



As the Hartman Mats are heavily Galvanized and not affected by either fresh or salt water, they have been found unequalled on Ocean Steamships, also in use on Sound and River Steamers. We make them of any size or shape.



FOR STREET AND CABLE CARS.



We take pleasure in referring to the numerous Car Lines that are using our mats with most complete satisfaction. They must soon supersede everything else for this purpose, as they are Lasting, give the cars a Fine Appearance, and are Popular with the Public, because always Dry, Clean and Odorless.

PRICE LIST "HARTMAN" FLEXIBLE STEEL WIRE MATS.



No. 2, Size, 16x24, Each Galvanized Steel.....	\$1.50
No. 3, " 18x30, " " "	2.00
No. 4, " 22x36, " " "	3.00
No. 5, " 26x48, " " "	4.50
No. 6, " 30x48, " " "	5.25
No. 7, " 36x48, " " "	6.50
No. 8, " 36x60, " " "	8.00
No. 9, " 36x72, " " "	10.00
Special Sizes per square foot " "75



Brass Mats, which we do not recommend, double price of steel.

No. 4 is the Leading Size for Residences.

Irregular shapes Cutting to Waste will be charged extra.

We have furnished Single Mats containing 160 Square feet.

80 Per cent of the Wire Mats in use are the "Hartman" Mats.

Our Sales During the past season in this Country have doubled and our export trade to Foreign Countries has trebled.

WRITE FOR BOOK OF TESTIMONIALS.

FINALLY.

It is a pleasure to answer Correspondence.

If you are in need of anything in our line and are not sure that our specialties will suit you or answer your purpose, write us stating the case, and we may be able to show you we have just what you want.

If you desire information regarding arrangement and measurements we shall be glad to enlighten and advise you.

If you wish us to figure up the quantity you need and make an estimate of the cost we shall be happy to do so.

In a word, if you are interested write or call upon our nearest agent or write us, and it will pay you.

THE HARTMAN SPECIALTIES ARE ALL AND MORE THAN WE CLAIM FOR THEM
. THEY ALWAYS GIVE SATISFACTION AND MONEY IS SAVED BY BUYING THEM.

FINALLY.

It is a pleasure to answer Correspondence.

If you are in need of anything in our line and are not sure that our specialties will suit you or answer your purpose, write us stating the case, and we may be able to show you we have just what you want.

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HIGHEST AWARD

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MEDAL AND DIPLOMA,

....TO....

HARTMAN · MANUFACTURING · COMPANY

————— FOR THEIR —————

“HARTMAN FLEXIBLE” WIRE MATS.

*

“HARTMAN” STEEL PICKET FENCE & GATES.

THE HARTMAN SPECIALTIES LEAD THE WORLD.

FOR SALE BY